



WASHINGTON, DC  
BUSINESS  
INCENTIVES

## ***ExportDC is a program to connect DC businesses to global opportunities and prepare them to win sales overseas.***

ExportDC, the District's first major export development program, supports local businesses interested in expanding globally. More than 95 percent of the world's population and nearly two-thirds of global purchasing power are located outside the United States. Exporting enables companies to develop a wider customer base, achieve diversification in their business portfolios, and adjust more effectively to downturns in the domestic economy.

Because exporting contributes to economic growth and job creation in the District of Columbia, the Office of the Deputy Mayor for Planning and Economic Development (DMPED) has made it a priority to encourage more of our companies to engage in international business. If your DC-based business is committed to expanding its international presence, ExportDC is ready to help. We work closely with businesses that are new to exporting, as well as seasoned exporters seeking assistance with access to new markets.

### **HERE IS A SAMPLE OF THE 40+ COUNTRIES WHERE WE'VE HELPED BUSINESSES EXPLORE NEW OPPORTUNITIES.**





## EXPORT-READY COUNSELING

The ExportDC program prepares and advises businesses to be export ready. Armed with an effective export strategy and international marketing plan, your business can successfully mitigate export risk and increase its competitiveness overseas. Local businesses eligible for the ExportDC program can benefit from one-to-one export counseling and educational services.

## B2B OPPORTUNITIES

ExportDC is helping companies minimize the time and cost of developing business in new international markets. Trade missions and business-to-business (B2B) matching services are a key component of the program, helping local companies further their knowledge of international business cultures and build relationships with pre-screened potential partners and customers.

## EXPORTDC INTERNATIONAL PROGRAM

DMPED is giving DC-based businesses the opportunity to expand internationally. For businesses qualified under the ExportDC program, DMPED is providing assistance to support pre-approved international marketing activities and trade missions. Contact ExportDC to inquire about opportunity availability.

### CONTACT

**Emma Kesarich**  
**ExportDC Program Manager**  
**[ExportDC@dc.gov](mailto:ExportDC@dc.gov)**